



STATE OF TENNESSEE
DEPARTMENT OF FINANCE AND ADMINISTRATION

**SOLICITATION # 31701-03064
AMENDMENT # 3
FOR DISASTER RECOVERY SERVICES**

DATE: June 12, 2012

SOLICITATION # 31701-03064 IS AMENDED AS FOLLOWS:

- 1. This SOLICITATION Schedule of Events updates and confirms scheduled SOLICITATION dates.**

| EVENT | TIME | DATE | UPDATED / CONFIRMED |
|---|-----------|--------------------------|---------------------|
| 1 Solicitation Issued | | 3/5/2012 | Confirmed |
| 2 Pre-Proposal Conference | 2:00 p.m. | 3/19/2012 | Confirmed |
| 3 Written Comments Deadline | | 3/26/2012 | Confirmed |
| 4 State Responds to Written Comments | | 4/10/2012 | Confirmed |
| 5 Initial Draft Contract Deadline | 2:00 p.m. | 4/17/2012 | Confirmed |
| 6 Verbal Negotiation Window | | 4/18/2012 – 5/16/2012 | Confirmed |
| 7 Contract Negotiation Deadline | 2:00 p.m. | 5/17/2012 | Confirmed |
| 8 Proposal Deadline | 2:00 p.m. | 5/31/2012 | Confirmed |
| 9 Qualifications Evidence Evaluations Completed | | 6/7/2012 | Confirmed |
| 10 Submission of Revised Cost Proposal | 2:00 p.m. | 6/19/2012 | Updated |
| 11 Revised Cost Proposals Opened and Lowest Cost Identified | 2:00 p.m. | 6/19/2012 | Updated |
| 12 Award Notice and Solicitation Files Opened for Public Inspection | 2:00 p.m. | 6/22/2012 | Updated |
| 13 Contract Signing | | 7/5/2012 | Updated |
| 14 Contract Signature Deadline | 2:00 p.m. | 7/12/2012 | Updated |

2. INFORMATIONAL NOTE:

All Proposers that submitted Proposals for this Solicitation submitted Cost Proposals that included line items that contained additional “units” information within the Proposed Cost cells. Since the additional

units information was entered into the Proposed Cost cell, and there were no changes made to the Cost Proposal Guide format, this was not explicitly prohibited by the rules of the Solicitation. However, proposing the costs in this manner does not allow for an equitable comparison of the costs and skews the Evaluation Factor weighting. Therefore the State requires all Proposers that submitted Proposals in response to Solicitation #31701-03064 to resubmit their Cost Proposals, by the "Submission of Revised Cost Proposal" deadline given in the table above, using the Revised Cost Proposal Guide that is attached below.

The Contract negotiations and Qualifications Evidence evaluations are already complete and will not be revisited. The Proposers must re-submit **only** their revised Cost Proposals.

Fill out and submit the Revised Cost Proposal Guide exactly as it appears below; do **NOT** submit any additional documentation. In addition, do **NOT** record any other rates, amounts, or information except that which is specifically required. Furthermore, do **NOT** propose any additional "unit" parameters, such as "per foot," "per hour," etc., anywhere within the Cost Proposal Guide, including within the Proposed Cost cells. In the case of the Print Services Cost Items, if the Proposer wishes to recover labor costs, the Proposer must build these labor costs into the existing "Per Month," "Per 1000 items," "Per Incident" unit structures. In other words, do **NOT** change or add cost units to reflect "Per Hour" pricing.

Pay careful attention to the highlighted changes in the Revised Cost Proposal Guide, and note that some of the Evaluation Factors have changed.

Submit your Revised Cost Proposal via e-mail to the Solicitation Coordinator, Travis Johnson, at the following address: travis.johnson@tn.gov.

Note that the revisions made to Attachment 6.3, Cost Proposal Guide are for clarification purposes and to ensure an equitable cost comparison; these revisions do not substantially alter the fundamental Cost Proposal structure or cost evaluation methodology from those in the original Solicitation document.

3. **Delete Solicitation # 31701-03064, Release # 2, Attachment 6.3, in its entirety, and replace it with Attachment 6.3, Revised Cost Proposal Guide, attached to this amendment.** Revisions of the original Solicitation document are emphasized within the new release. **Any sentence or paragraph comprised by revised or new text is highlighted in yellow.**

REVISED COST PROPOSAL GUIDE

NOTICE: THE COST PROPOSAL MUST BE COMPLETED EXACTLY AS REQUIRED

COST PROPOSAL SCHEDULE – The Cost Proposal, detailed below, shall indicate the proposed price for all services, during the entire contract period, as set forth in the *Pro Forma Contract* attached to the Solicitation. The Cost Proposal shall remain valid for at least 120 days subsequent to the date of the Cost Proposal opening and thereafter in accordance with any contract resulting from this Solicitation. All monetary amounts shall be in U.S. currency and limited to two (2) places to the right of the decimal point. **Do NOT change or add any additional "Unit" parameters.**

The provision of Disaster Recovery services necessarily requires complex hardware and software environments, as well as a suite of specialized services. The hardware, software, and services are, in many cases, integrated to such an extent that it not practical to separately itemize them in the Cost Proposal table below. Nevertheless, the successful vendor must provide all Disaster Recovery Services described in the *pro forma* contracts Scope of Services for all environment configurations (and subsequent amendments thereto) described in Solicitation Attachment 6.6. If there are any costs that the vendor intends to recover that are not separately listed in the Cost Proposal table, the vendor must include such costs within one or more of the existing line items; the vendor may not modify the Cost Proposal or add additional line items to the Cost Proposal to recover such costs.

The Evaluation Factor associated with each cost item is for evaluation purposes only. The evaluation factors do NOT and should NOT be construed as any type of volume guarantee or minimum purchase quantity. The evaluation factors shall NOT create rights, interests, or claims of entitlement in the Proposer.

This Cost Proposal must be signed by an individual empowered to legally bind the proposing entity to the provisions of this Solicitation and any contract awarded pursuant to it. The State may, at its sole discretion and at any time, require evidence documenting the signatory's authority to contractually bind the proposing entity.

| | |
|---------------------------------------|--|
| PROPOSER SIGNATURE & DATE: | |
| PRINTED NAME & TITLE: | |
| PROPOSER LEGAL ENTITY NAME: | |

| Cost Item Description | Unit | Proposed Cost | | | | | State Use Only | | |
|--|----------------|---------------|--------|--------|--------|--------|----------------|--------------|------------------------------------|
| | | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 | Sum | Eval. Factor | Evaluation Cost (cost x factor) |
| Monthly Services - Mainframe Components | | | | | | | | | |
| 1 Gartner MIP | Each Per Month | \$ | \$ | \$ | \$ | \$ | \$ | 27600 | |
| 1 Gigabyte (GB) Main Storage | Each Per | \$ | \$ | \$ | \$ | \$ | \$ | 384 | |

| Cost Item Description | Unit | Proposed Cost | | | | | State Use Only | | |
|--|----------------|---------------|--------|--------|--------|--------|----------------|--------------|------------------------------------|
| | | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 | Sum | Eval. Factor | Evaluation Cost (cost x factor) |
| | Month | | | | | | | | |
| 1 Terabyte (TB) DASD Useable formatted – Not Raw Space; non-SATA | Each Per Month | \$ | \$ | \$ | \$ | \$ | \$ | 30 | |
| Open Systems Adapter (OSA) | Each Per Month | \$ | \$ | \$ | \$ | \$ | \$ | 48 | |
| z Integrated Information Processor (zIIP) | Each Per Month | \$ | \$ | \$ | \$ | \$ | \$ | 12 | |
| Crypto Express2 | Each Per Month | \$ | \$ | \$ | \$ | \$ | \$ | 48 | |
| 9840C Tape Drive | Each Per Month | \$ | \$ | \$ | \$ | \$ | \$ | 240 | |
| STK Silo (must support 9840C Tape Drives) | Each Per Month | \$ | \$ | \$ | \$ | \$ | \$ | 12 | |
| Monthly Services - Server Components | | | | | | | | | |
| Sun SPARC Enterprise M8000 8 quad core processors, 128 GB RAM | Each Per Month | \$ | \$ | \$ | \$ | \$ | \$ | 12 | |
| Sun SPARC Enterprise M8000 4 quad core processors, 80 GB RAM | Each Per Month | \$ | \$ | \$ | \$ | \$ | \$ | 12 | |
| Sun SPARC Enterprise M8000 2 quad core processors, 40 GB RAM | Each Per Month | \$ | \$ | \$ | \$ | \$ | \$ | 24 | |
| Sun SPARC Enterprise T5120 1 quad core processor, 8 GB RAM | Each Per Month | \$ | \$ | \$ | \$ | \$ | \$ | 12 | |
| HP ProLiant DL580 G7 4 quad core processors, 64 GB RAM | Each Per Month | \$ | \$ | \$ | \$ | \$ | \$ | 48 | |

| Cost Item Description | Unit | Proposed Cost | | | | | State Use Only | | |
|---|-----------------------------------|---------------|--------|--------|--------|--------|----------------|--------------|------------------------------------|
| | | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 | Sum | Eval. Factor | Evaluation Cost (cost x factor) |
| HP ProLiant DL580 G7 2 quad core processors, 24 GB RAM | Each Per Month | \$ | \$ | \$ | \$ | \$ | \$ | 96 | |
| HP ProLiant DL580 G7 1 quad core processor, 6 GB RAM | Each Per Month | \$ | \$ | \$ | \$ | \$ | \$ | 24 | |
| 1 TB SAN Storage (usable formatted space with RAID 5 configuration – not raw space) | Each Per Month | \$ | \$ | \$ | \$ | \$ | \$ | 35 | |
| L700 Tape Library | Each Per Month | \$ | \$ | \$ | \$ | \$ | \$ | 12 | |
| LTO-3 Tape Drives | Each Per Month | \$ | \$ | \$ | \$ | \$ | \$ | 240 | |
| On-Request Services | | | | | | | | | |
| Additional Testing Time | Each Per Eight (8) Hour Increment | \$ | \$ | \$ | \$ | \$ | \$ | 20 | |
| Equipment Cabinet | Each Per Month | \$ | \$ | \$ | \$ | \$ | \$ | 60 | |
| Additional 1U (24) port CAT6 (giga-speed) or higher Patch Panel | Each Per Month | \$ | \$ | \$ | \$ | \$ | \$ | 60 | |
| Additional 1U Wire Manager | Each Per Month | \$ | \$ | \$ | \$ | \$ | \$ | 60 | |
| Single-mode Fiber in quantities of 6 strands (3 pair) | Each Per Foot Per Month | \$ | \$ | \$ | \$ | \$ | \$ | 1200 | |
| Single-mode Fiber in quantities of 12 strands (6 pair) | Each Per Foot Per Month | \$ | \$ | \$ | \$ | \$ | \$ | 1200 | |

| Cost Item Description | Unit | Proposed Cost | | | | | State Use Only | | |
|---|--------------------------|---------------|--------|--------|--------|--------|----------------|--------------|------------------------------------|
| | | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 | Sum | Eval. Factor | Evaluation Cost (cost x factor) |
| Single-mode Fiber in quantities of 24 strands (12 pair) | Each Per Foot Per Month | \$ | \$ | \$ | \$ | \$ | \$ | 1200 | |
| Multi-mode Fiber in quantities of 6 strands (3 pair) | Each Per Foot Per Month | \$ | \$ | \$ | \$ | \$ | \$ | 1200 | |
| Multi-mode Fiber in quantities of 12 strands (6 pair) | Each Per Foot Per Month | \$ | \$ | \$ | \$ | \$ | \$ | 1200 | |
| Multi-mode Fiber in quantities of 24 strands (12 pair) | Each Per Foot Per Month | \$ | \$ | \$ | \$ | \$ | \$ | 1200 | |
| Single Phase 120v, 20amp Power | Redundant Pair Per Month | \$ | \$ | \$ | \$ | \$ | \$ | 48 | |
| Single Phase 120v, 30amp Power | Redundant Pair Per Month | \$ | \$ | \$ | \$ | \$ | \$ | 48 | |
| Single Phase 208v, 20amp Power | Redundant Pair Per Month | \$ | \$ | \$ | \$ | \$ | \$ | 48 | |
| Single Phase 208v, 30amp Power | Redundant Pair Per Month | \$ | \$ | \$ | \$ | \$ | \$ | 48 | |
| Three Phase 208v, 20amp Power | Redundant Pair Per Month | \$ | \$ | \$ | \$ | \$ | \$ | 48 | |
| Three Phase 208v, 30amp Power | Redundant Pair Per Month | \$ | \$ | \$ | \$ | \$ | \$ | 48 | |
| Three Phase 208v, 50amp | Redundant | \$ | \$ | \$ | \$ | \$ | \$ | 48 | |

| Cost Item Description | Unit | Proposed Cost | | | | | State Use Only | | |
|--|----------------|---------------|--------|--------|--------|--------|----------------|--------------|------------------------------------|
| | | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 | Sum | Eval. Factor | Evaluation Cost (cost x factor) |
| Power | Pair Per Month | | | | | | | | |
| Connectivity | | | | | | | | | |
| Recovery Center Connectivity | Per Month | \$ | \$ | \$ | \$ | \$ | \$ | 12 | |
| Professional Services | | | | | | | | | |
| Mainframe Senior Operating System Support Specialist | Per Hour | \$ | \$ | \$ | \$ | \$ | \$ | 20 | |
| Mainframe Operating System Support Specialist | Per Hour | \$ | \$ | \$ | \$ | \$ | \$ | 20 | |
| Mainframe Senior System Software Specialist | Per Hour | \$ | \$ | \$ | \$ | \$ | \$ | 20 | |
| Mainframe System Software Specialist | Per Hour | \$ | \$ | \$ | \$ | \$ | \$ | 20 | |
| Mainframe Senior Operations Specialist | Per Hour | \$ | \$ | \$ | \$ | \$ | \$ | 20 | |
| Mainframe Operations Specialist | Per Hour | \$ | \$ | \$ | \$ | \$ | \$ | 40 | |
| Mainframe Tape Librarian | Per Hour | \$ | \$ | \$ | \$ | \$ | \$ | 40 | |
| Mainframe Tape Handler | Per Hour | \$ | \$ | \$ | \$ | \$ | \$ | 40 | |
| Network/Security Specialist | Per Hour | \$ | \$ | \$ | \$ | \$ | \$ | 65 | |
| System Administrator | Per Hour | \$ | \$ | \$ | \$ | \$ | \$ | 65 | |
| Windows Specialist | Per Hour | \$ | \$ | \$ | \$ | \$ | \$ | 65 | |
| Unix/Linux Specialist | Per Hour | \$ | \$ | \$ | \$ | \$ | \$ | 65 | |
| Infrastructure Disaster Items | | | | | | | | | |
| Infrastructure Declaration Fee | Per Incident | \$ | \$ | \$ | \$ | \$ | \$ | 1 | |
| Infrastructure Alert Fee | Per Incident | \$ | \$ | \$ | \$ | \$ | \$ | 1 | |
| Infrastructure Recovery Center | Per Day Per | \$ | \$ | \$ | \$ | \$ | \$ | 6 | |

| Cost Item Description | Unit | Proposed Cost | | | | | State Use Only | | |
|--|----------------------------|---------------|--------|--------|--------|--------|----------------|--------------|------------------------------------|
| | | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 | Sum | Eval. Factor | Evaluation Cost (cost x factor) |
| Usage Fee – Days 1 thru 30 | Environment | | | | | | | | |
| Infrastructure Recovery Center Usage Fee – Days 31 thru 42 | Per Day Per Environment | \$ | \$ | \$ | \$ | \$ | \$ | 3 | |
| Infrastructure Cold Site Usage Fee | Per Day Per Environment | \$ | \$ | \$ | \$ | \$ | \$ | 37 | |
| Print Services Cost Items | | | | | | | | | |
| Print Recovery Services Subscription Fee | Per Month | \$ | \$ | \$ | \$ | \$ | \$ | 12 | |
| Print MICR Checks 8 ½" X 11" | Per 1000 items | \$ | \$ | \$ | \$ | \$ | \$ | 1100 | |
| Print Simplex/Duplex Pages | Per 1000 items | \$ | \$ | \$ | \$ | \$ | \$ | 1600 | |
| Print Continuous Forms Simplex/Duplex | Per 1000 items | \$ | \$ | \$ | \$ | \$ | \$ | 6900 | |
| Fold, Insert, and Prepare to Mail Forms/Letters | Per 1000 envelopes | \$ | \$ | \$ | \$ | \$ | \$ | 6720 | |
| Label, Package and Prepare to Ship Print Items including pages, forms, and/or envelopes | Per 1000 Print Items | \$ | \$ | \$ | \$ | \$ | \$ | 2880 | |
| Print Services Declaration Fee | Per Incident | \$ | \$ | \$ | \$ | \$ | \$ | 1 | |
| Print Services Alert Fee | Per Incident | \$ | \$ | \$ | \$ | \$ | \$ | 1 | |
| EVALUATION COST AMOUNT (sum of evaluation costs above): <i>The state will use this sum to determine the Cost Proposal reflecting the lowest cost to the state. All calculations will use and result in numbers rounded to two (2) places to the right of the decimal point.</i> | | | | | | | | | |